



# Fleet Card Program Review



Presented to: U.S. Department of Energy  
Wright Express Corporation  
June 25, 2012



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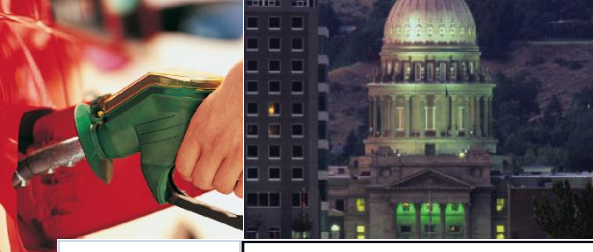
# Program Statistics



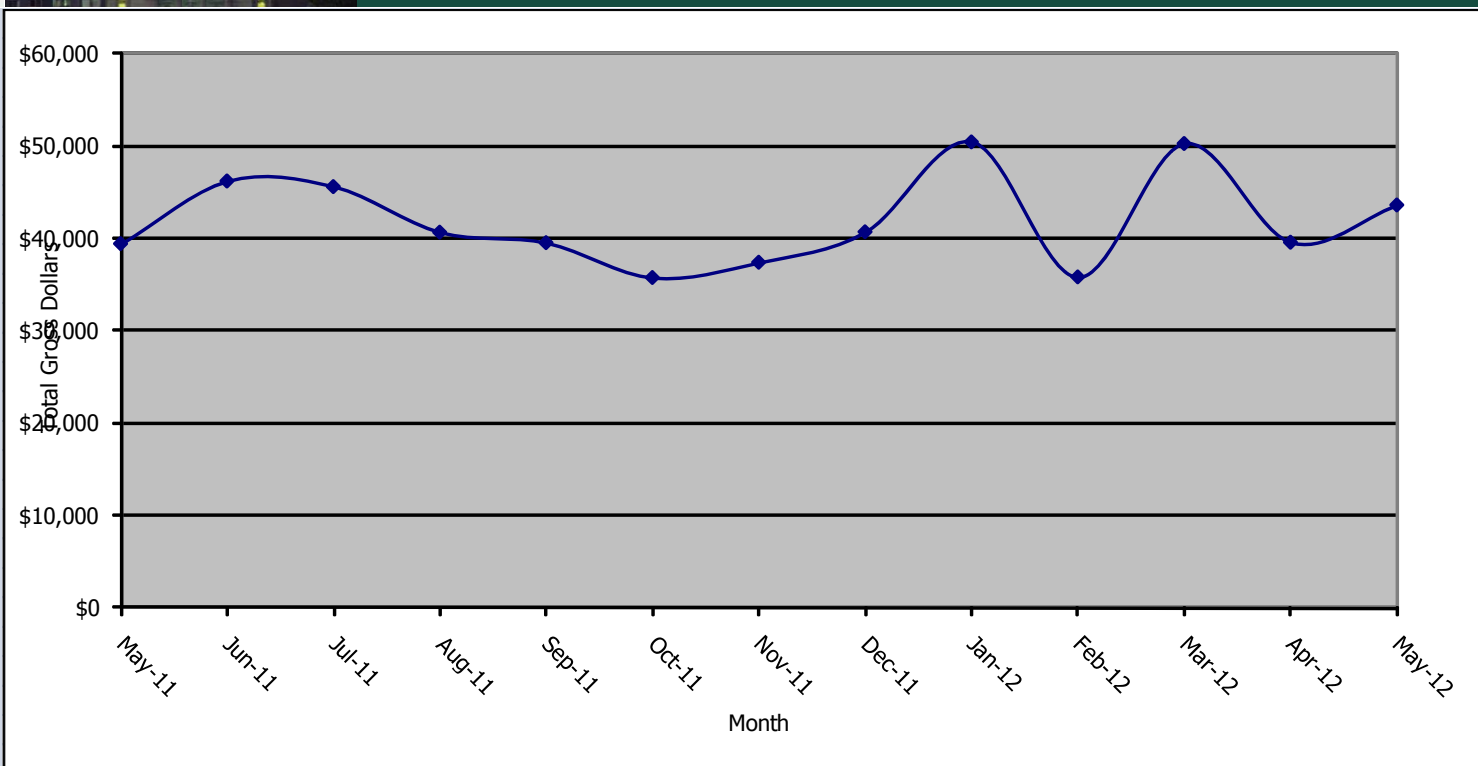
# Portfolio Snapshot

- 13 Month Overview

Month	Total Gross Dollars	Total Transactions	Total Unleaded Gallons	Total Unleaded Dollars	Total Diesel Gallons	Total Diesel Dollars	Total Gallons (all Fuel)	Total Non-Fuel Transactions	Total Non-Fuel Dollars	Total Cards	Active Cards	% Active Cards
May-11	\$ 39,462.76	494	3,158	\$ 12,390.30	5,896	\$ 24,658.33	9,054	34	\$ 2,414.13	754	124	16%
Jun-11	\$ 46,278.37	527	3,271	\$ 12,110.90	7,033	\$ 27,797.22	10,304	36	\$ 6,370.25	754	140	19%
Jul-11	\$ 45,668.38	460	3,006	\$ 10,985.61	7,380	\$ 28,186.80	10,395	33	\$ 6,459.55	753	129	17%
Aug-11	\$ 40,713.61	463	2,750	\$ 10,007.02	6,846	\$ 26,361.27	9,596	42	\$ 4,345.32	752	142	19%
Sep-11	\$ 39,568.65	441	2,833	\$ 10,403.65	6,271	\$ 24,976.90	9,122	30	\$ 4,124.27	748	131	18%
Oct-11	\$ 35,775.37	404	2,661	\$ 9,315.25	5,724	\$ 22,417.50	8,403	34	\$ 3,979.14	752	132	18%
Nov-11	\$ 37,437.23	399	2,401	\$ 8,345.35	5,928	\$ 24,407.78	8,330	24	\$ 4,684.10	760	138	18%
Dec-11	\$ 40,753.26	359	1,819	\$ 5,928.06	8,164	\$ 32,636.31	9,982	18	\$ 2,188.89	759	111	15%
Jan-12	\$ 50,534.07	430	2,071	\$ 6,816.24	8,543	\$ 33,143.44	10,614	44	\$ 10,574.39	801	140	17%
Feb-12	\$ 35,844.38	344	2,218	\$ 7,444.46	5,946	\$ 23,132.89	8,164	35	\$ 5,267.03	790	131	17%
Mar-12	\$ 50,357.99	359	2,020	\$ 7,526.24	5,322	\$ 21,996.78	7,341	45	\$ 20,834.97	792	131	17%
Apr-12	\$ 39,614.96	372	2,342	\$ 8,983.43	5,135	\$ 21,442.77	7,477	42	\$ 9,188.76	793	129	16%
May-12	\$ 43,672.17	398	2,402	\$ 8,972.24	5,232	\$ 21,162.79	7,649	43	\$ 13,483.86	845	132	16%
TOTALS:	\$ 545,681.20	5,450	32,953	\$ 119,228.75	83,419	\$ 332,320.78	116,433	460	\$ 93,914.66			
AVERAGES:	\$ 41,975.48	419	2,535	\$ 9,171.44	6,417	\$ 25,563.14	8,956	35	\$ 7,224.20	773	132	17%



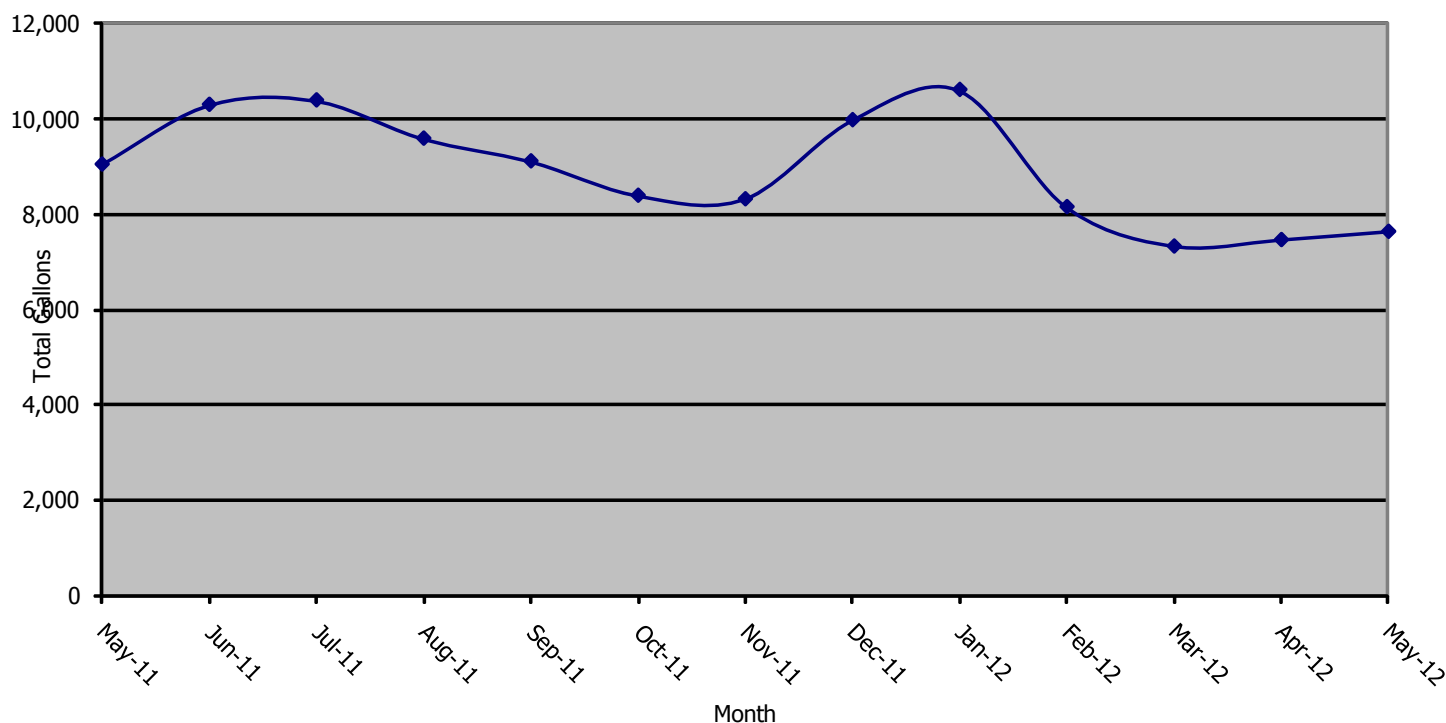
# Overall Spend



	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12
<b>Fuel (1)</b>	\$37,049	\$39,908	\$39,209	\$36,368	\$35,444	\$31,796	\$32,753	\$38,564	\$39,960	\$30,577	\$29,523	\$30,426	\$30,188
<b>Non-Fuel (2)</b>	\$2,414	\$6,370	\$6,460	\$4,345	\$4,124	\$3,979	\$4,684	\$2,189	\$10,574	\$5,267	\$20,835	\$9,189	\$13,484
<b>Total</b>	\$39,463	\$46,278	\$45,668	\$40,714	\$39,569	\$35,775	\$37,437	\$40,753	\$50,534	\$35,844	\$50,358	\$39,615	\$43,672
<b>% +/-</b>		17.3%	-1.3%	-10.8%	-2.8%	-9.6%	4.6%	8.9%	24.0%	-29.1%	40.5%	-21.3%	10.2%
	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12
<b>Your Avg. PPG</b>	\$4.078	\$3.855	\$3.749	\$3.778	\$3.815	\$3.770	\$3.923	\$3.865	\$3.756	\$3.783	\$4.011	\$4.061	\$3.949
<b>% +/-</b>		-5.5%	-2.8%	0.8%	1.0%	-1.2%	4.0%	-1.5%	-2.8%	0.7%	6.0%	1.2%	-2.8%



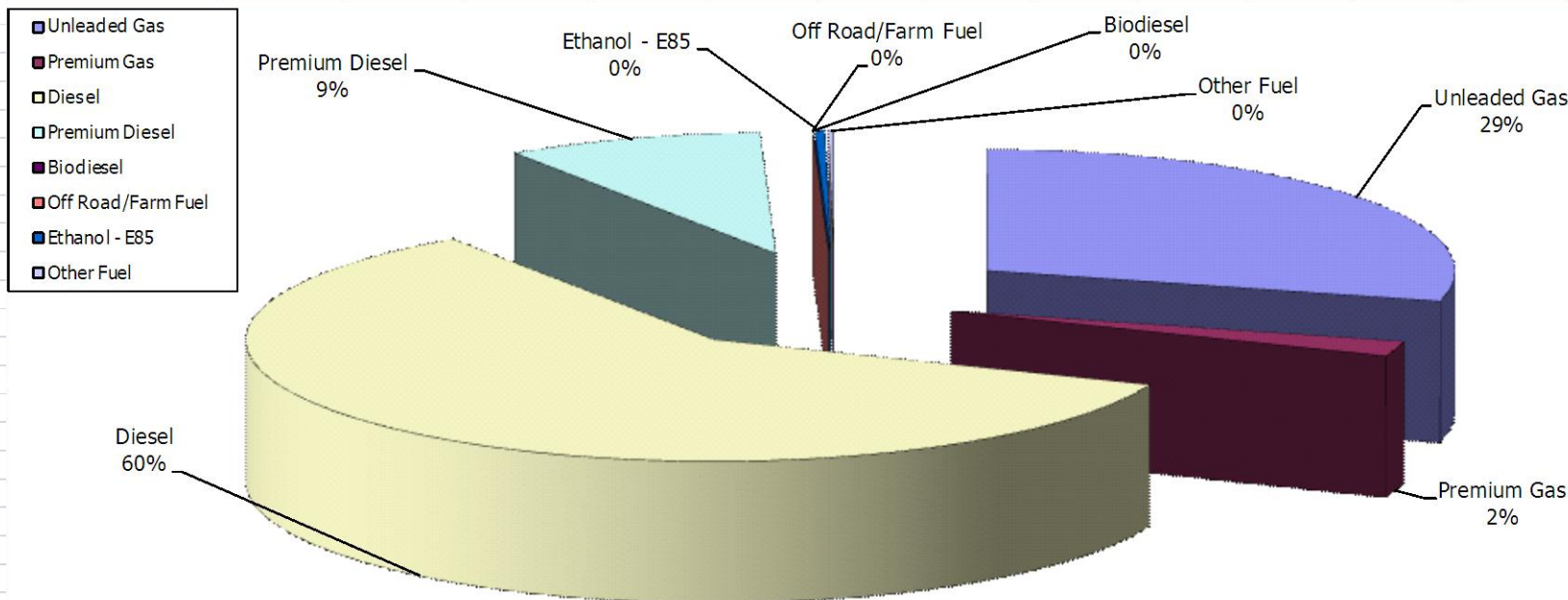
# Total Gallons



	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12
<b>Total Gallons (1)</b>	9,054	10,304	10,395	9,596	9,122	8,403	8,330	9,982	10,614	8,164	7,341	7,477	7,649
<b>% +/-</b>		13.8%	0.9%	-7.7%	-4.9%	-7.9%	-0.9%	19.8%	6.3%	-23.1%	-10.1%	1.8%	2.3%
<b>Total Transactions (2)</b>	494	527	460	463	441	404	399	359	430	344	359	372	398
<b>Active Cards (3)</b>	124	140	129	142	131	132	138	111	140	131	131	129	132
<b>Gal/Active Card</b>	73	74	81	68	70	64	60	90	76	62	56	58	58
<b>% Activation</b>	8%	9%	8%	9%	8%	8%	9%	8%	10%	9%	9%	9%	9%



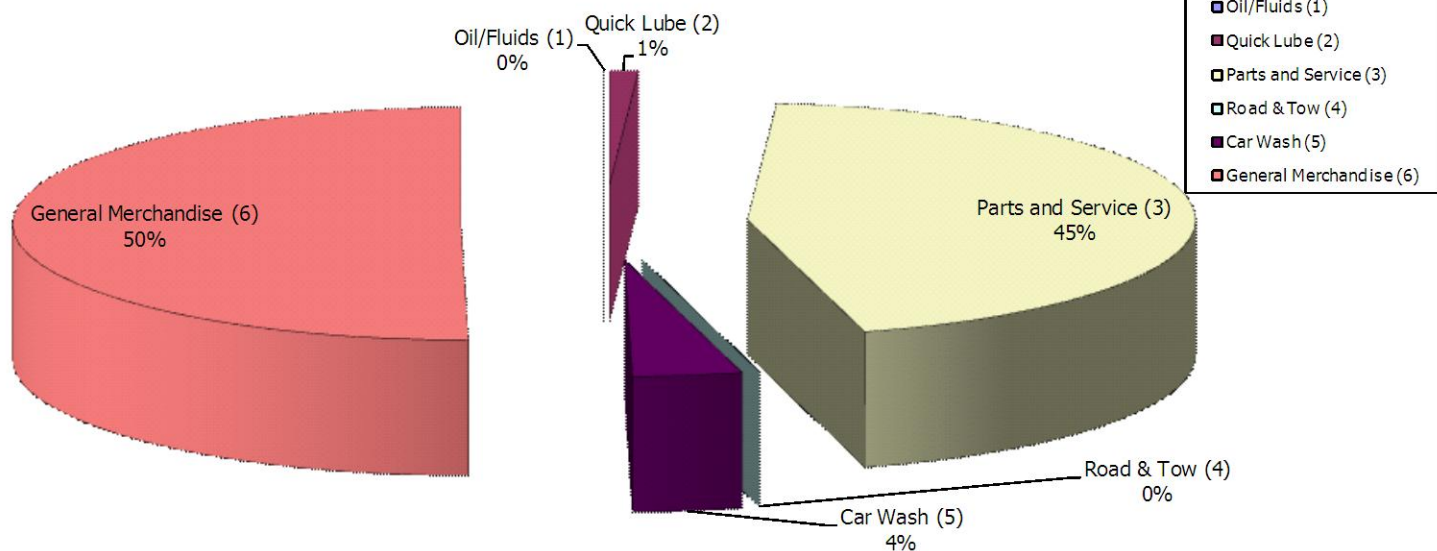
# Fuel (13 month average)



	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12
<b>Unleaded Gas</b>	2,899	2,986	2,618	2,532	2,605	2,385	2,275	1,719	1,957	1,694	1,897	2,140	2,223
<b>Premium Gas</b>	208	276	368	178	228	276	115	72	82	504	89	202	152
<b>Diesel</b>	5,046	5,979	6,325	5,726	4,169	4,981	5,264	7,785	7,808	5,365	4,442	4,426	4,553
<b>Premium Diesel</b>	587	1,054	1,055	718	491	490	620	379	735	581	844	667	679
<b>Biodiesel</b>	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Off Road/Farm Fuel</b>	263	0	0	401	1,611	252	44	0	0	0	36	43	0
<b>Ethanol - E85</b>	52	9	20	40	0	0	11	27	33	21	34	0	27
<b>Other Fuel</b>	0	0	10	0	19	18	0	0	0	0	0	0	14
<b>Aviation Fuel</b>	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>9,054</b>	<b>10,304</b>	<b>10,395</b>	<b>9,596</b>	<b>9,122</b>	<b>8,403</b>	<b>8,330</b>	<b>9,982</b>	<b>10,614</b>	<b>8,164</b>	<b>7,341</b>	<b>7,477</b>	<b>7,649</b>



# Non-Fuel (13 month average)

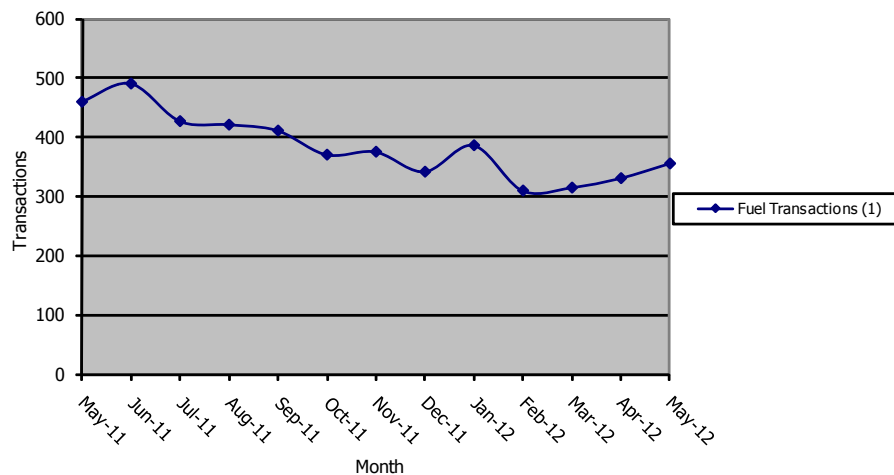


	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12
<b>Oil/Fluids (1)</b>	\$5.99	\$5.99	\$0.00	\$0.00	\$0.00	\$8.98	\$5.99	\$0.00	\$0.00	\$5.99	\$0.00	\$42.45	\$0.00
<b>Quick Lube (2)</b>	\$161.12	\$207.63	\$195.36	\$265.28	\$72.23	\$389.51	\$190.21	\$46.43	\$278.42	\$126.44	\$1,161.56	\$210.88	\$140.89
<b>Parts and Service (3)</b>	\$1,800.45	\$5,401.96	\$5,934.15	\$3,447.81	\$2,377.53	\$3,265.90	\$4,258.51	\$1,816.88	\$7,472.75	\$3,734.71	\$11,988.04	\$8,598.79	\$6,028.08
<b>Road &amp; Tow (4)</b>	\$0.00	\$410.80	\$0.00	\$150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$910.24	\$115.00	\$0.00	\$0.00
<b>Car Wash (5)</b>	\$441.57	\$343.87	\$230.37	\$389.61	\$356.07	\$301.75	\$229.39	\$207.37	\$265.58	\$489.65	\$387.49	\$338.64	\$529.89
<b>General Merchandise (6)</b>	\$5.00	\$0.00	\$45.45	\$92.62	\$1,318.44	\$13.00	\$0.00	\$0.00	\$2,232.46	\$0.00	\$7,182.88	-\$2.00	\$6,773.00
<b>TOTAL</b>	<b>\$2,414.13</b>	<b>\$6,370.25</b>	<b>\$6,405.33</b>	<b>\$4,345.32</b>	<b>\$4,124.27</b>	<b>\$3,979.14</b>	<b>\$4,684.10</b>	<b>\$2,070.68</b>	<b>\$10,249.21</b>	<b>\$5,267.03</b>	<b>\$20,834.97</b>	<b>\$9,188.76</b>	<b>\$13,471.86</b>
<b>Average Transaction:</b>	<b>\$71.00</b>	<b>\$176.95</b>	<b>\$195.74</b>	<b>\$103.46</b>	<b>\$137.48</b>	<b>\$117.03</b>	<b>\$195.17</b>	<b>\$121.61</b>	<b>\$240.33</b>	<b>\$150.49</b>	<b>\$463.00</b>	<b>\$218.78</b>	<b>\$313.58</b>

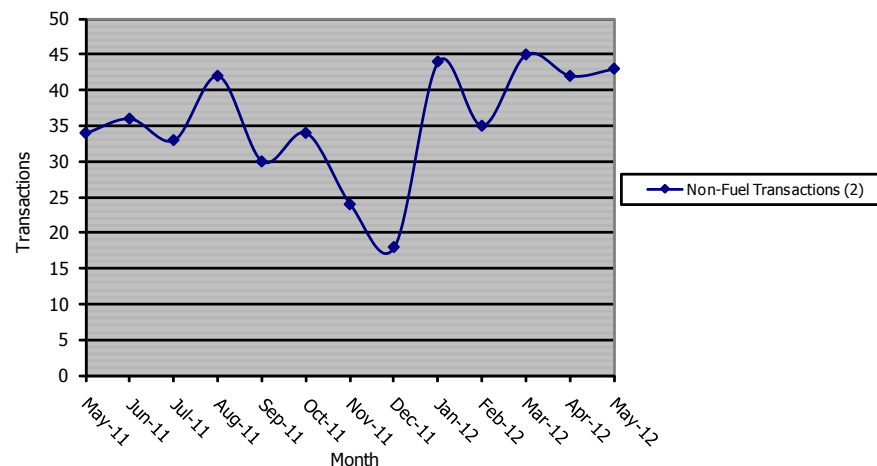


# Total Transactions

Fuel Transactions



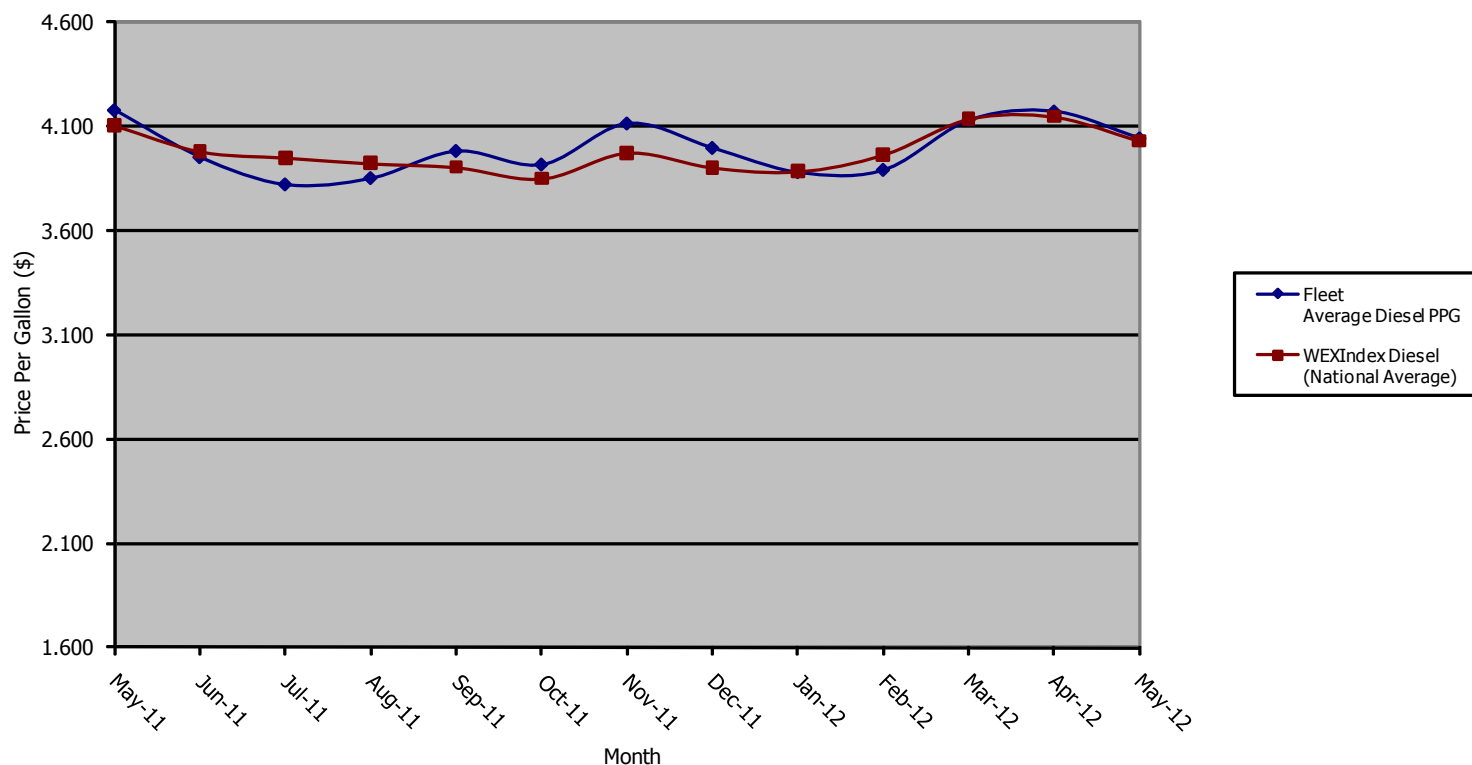
Non-Fuel Transactions



	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12
<b>Fuel Transactions (1)</b>	460	491	427	421	411	370	375	341	386	309	314	330	355
<b>Non-Fuel Transactions (2)</b>	34	36	33	42	30	34	24	18	44	35	45	42	43
<b>Total Transactions</b>	494	527	460	463	441	404	399	359	430	344	359	372	398
<b>Manual Transactions (3)</b>	0	0	0	0	0	0	7	0	0	0	0	0	0
<b>% Manual Transactions</b>	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	1.8667%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
<b>Avg. Gallons/Trans.</b>	20	21	24	23	22	23	22	29	27	26	23	23	22
<b>Active Cards (4)</b>	124	140	129	142	131	132	138	111	140	131	131	129	132
<b>Trans/Active Card</b>	4	4	4	3	3	3	3	3	3	3	3	3	3



# Diesel PPG vs. National Avg.



	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	May-12
<b>Fleet Average Diesel PPG</b>	4.182	3.953	3.820	3.851	3.983	3.917	4.117	3.998	3.879	3.891	4.134	4.176	4.045
<b>WEXIndex Diesel (National Average)</b>	4.107	3.982	3.952	3.924	3.906	3.852	3.976	3.905	3.886	3.967	4.138	4.149	4.032
<b>Difference</b>	-0.075	0.029	0.133	0.074	-0.077	-0.065	-0.141	-0.093	0.006	0.076	0.005	-0.027	-0.013



# Brands (Unleaded Fuel)

- May 2012 snapshot – top 20

	Brand Name	Total Transactions	Total Gallons	Total Dollars	Average Price Per Gallon	# of Stations Used
1	LOVES	1	4	\$13	\$3.28	1
2	PILOT	2	21	\$71	\$3.33	2
3	WEIGEL STORES	2	17	\$60	\$3.43	2
4	UNBRANDED	26	325	\$1,154	\$3.55	5
5	MARATHON	1	15	\$54	\$3.67	1
6	PHILLIPS 66	15	261	\$960	\$3.68	7
7	SHELL	27	386	\$1,429	\$3.70	13
8	CHEVRON	23	375	\$1,392	\$3.71	7
9	CONOCO	7	112	\$419	\$3.74	3
10	SINCLAIR OIL	3	28	\$103	\$3.74	1
11	7 ELEVEN INC.	5	91	\$341	\$3.75	3
12	MAVERIK	5	51	\$193	\$3.77	3
13	BP	7	137	\$532	\$3.89	3
14	EXXONMOBIL	30	387	\$1,517	\$3.92	12
15	VALERO ENERGY CORP	1	12	\$49	\$3.97	1
16	0	0	0	\$0	\$0.00	0
17	0	0	0	\$0	\$0.00	0
18	0	0	0	\$0	\$0.00	0
19	0	0	0	\$0	\$0.00	0
20	0	0	0	\$0	\$0.00	0
	<b>TOTALS:</b>	155	2,223	\$8,287.96	\$3.73	64



# What's New?

# Real-time Fuel Price Mapping, Mobile or Desktop

- PPG information is seconds old and based off of real transaction data
- Specify a search radius
- Decision can be made based on traffic, weather, etc. by the driver
- Price per gallon can vary by upwards of 10% in a 1 to 5 mile radius of driver's position



NEW SEARCH

Street:  
128 Commonwealth Ave

City:  
Boston

State:  
MA

Zip:

Fuel Type:  
Unleaded Regular

Search Radius:  
5

SUBMIT

Center of Search  
Fueling Location  
Today's Best Price

DISTANCE	SITE NAME	PPG	TRANSACTION TIME
2.8	<a href="#">SOMERVILLE XTRA</a>	\$2.699	11/09/10 03:03 PM
2.9	<a href="#">ARIS AUTO GAS</a>	\$2.759	11/05/10 01:56 PM
3.8	<a href="#">ONE STOP SERVICES</a>	\$2.798	11/05/10 01:07 PM
4.0	<a href="#">STOP &amp; SHOP 0060</a>	\$2.799	11/09/10 01:59 PM
4.6	<a href="#">HESS 21333</a>	\$2.799	11/09/10 03:12 PM
3.0	<a href="#">CHRISTY'S MARKET INC</a>	\$2.809	11/09/10 12:14 PM

[DOWNLOAD THIS DATA \(EXCEL\)](#)

WRIGHT EXPRESS

FUEL PRICE MAPPING

NEW SEARCH

Street:  
128 Commonwealth Ave

City:  
Boston

State:  
MA

Zip:

Fuel Type:  
Unleaded Regular

Search Radius:  
5

SUBMIT

Center of Search  
Fueling Location  
Today's Best Price

HELP

AVG PPG FOR YOUR SEARCH: \$2.908

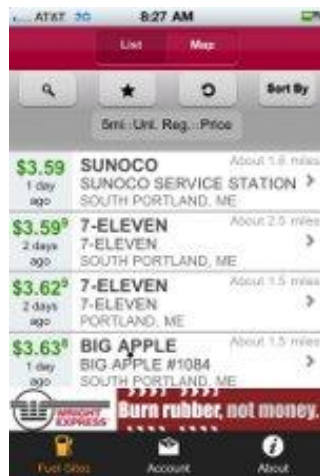
DISTANCE	SITE NAME	BRAND	ADDRESS	CITY	ZIP	TELEPHONE	PPG	TRANSACTION TIME
2.8	<a href="#">SOMERVILLE XTRA</a>	UNBRANDED	360 MEDFORD ST SOMERVILLE, MA 02145	SOMERVILLE	MA 02145	(617)625-5555	\$2.699	11/09/10 03:03 PM
2.9	<a href="#">ARIS AUTO GAS</a>	UNBRANDED	675 SOMERVILLE AVE SOMERVILLE, MA 02143	SOMERVILLE	MA 02143	(617)776-9247	\$2.759	11/05/10 01:56 PM
3.8	<a href="#">ONE STOP SERVICES</a>	CITGO	146 MAIN ST EVERETT, MA 02149	EVERETT	MA 02149	(617)389-9769	\$2.798	11/05/10 01:07 PM
4.0	<a href="#">STOP &amp; SHOP 0060</a>	STOP & SHOP	30 COMMERCIAL ST MEDFORD, MA 02155	MEDFORD	MA 02155		\$2.799	11/09/10 01:59 PM
4.6	<a href="#">HESS 21333</a>	HESS	41 LEE BURBANK HWY REVERE, MA 02151	REVERE	MA 02151	(781)289-4829	\$2.799	11/09/10 03:12 PM
3.0	<a href="#">CHRISTY'S MARKET INC</a>	GULF	711 SOMERVILLE AVE SOMERVILLE, MA 02143	SOMERVILLE	MA 02143	(617)623-1130	\$2.809	11/09/10 12:14 PM

[DOWNLOAD THIS DATA \(EXCEL\)](#)



# Octane - The Mobile App

- Instantly find gas stations with up-to-date fuel prices
- Find alternative fuels, such as: Diesel, E85 & CNG
- Save your favorite searches
- Emergency Fuel Access!
- Text-to-Speech capable for hands-free turn by turn directions





# Released January 2012

## Transaction Maintenance

- **Feature Overview**

- Line item management of transactions
- Mark transactions as Reviewed or Follow-up
- Annotate line item transactions with specific notes
- Update User Defined Field values
- Create new Accounting Code Fields via online workflow

Previous | Next      Displaying 1-25 of 130 Records Found.      Results per page 25 GO

Set Status for All: --Select-- Update      Download CSV Excel

	Status	Post Date	Trans Date	Card Number	Total Amount	Driver Last Name	Driver First Name	Custom Vehicle/ Asset ID
1		09/13/2010	09/11/2010	*****19177	\$46.11	Doe	John	
2	Follow Up	09/15/2010	09/13/2010	*****47211	\$30.62	Doe	John	1234
3	Reviewed	09/17/2010	09/15/2010	*****89722	\$20.78	Doe	John	
4	Reviewed	09/18/2010	09/17/2010	*****27144	\$54.13	Doe	John	
5		09/21/2010	09/19/2010	*****17900	\$27.32	Doe	John	
6	Follow Up	09/21/2010	09/19/2010	*****69200	\$17.78	Doe	John	
7	Reviewed	09/22/2010	09/21/2010	*****82733	\$42.83	Doe	John	
8		09/22/2010	09/21/2010	*****23077	\$19.72	Doe	John	

**Selected Record**

Trans Date	Card Number	Total Amount	Custom Vehicle/ Asset ID
09/15/2010	*****47211	\$30.62	1234

Status: Follow Up Apply

Notes: Pellentesque condimentum, est sit amet vehicula ultricies, massa metus blandit odio, et rutrum elit erat id mi. Aenean condimentum quam sit amet libero hendrerit eget pretium dolor porttitor.

**Driver**

UDF Long Label 1: Lorem ipsum dolor This field must be between 1 and 30 characters in length.	UDF Long Label 2: Lorem ipsum dolor This field must be between 1 and 35 characters in length.
UDF 3: Lorem ipsum dolor This field must be between 1 and 42 characters in length.	UDF 4: Lorem ipsum dolor This field must be between 1 and 50 characters in length.

# Released April 2012

## Custom Reports Phase III

- **Feature Overview**

- Ability to share custom report templates
- Ability to share custom reports via Email or FTP

Create New Report

Download Results: CSV Format Excel Format

Previous   Next	Displaying 1-14 of 14 Records Found.	Results per page 25 Go
<u>Report Name</u> <u>Description</u> <u>Frequency</u>   <u>Delivery</u>	<u>System Template</u> <u>Shared</u>   <u>Owner</u> <u>Last Update Date</u>	Actions
<b>Auths</b> On Demand   Online	Authorization Activity Report Private   Sharon Linnane 01/06/2011	Run Now Edit Share Delete
<b>card list</b> On Demand   Online	Card Profile Report Private   Sharon Linnane 11/17/2011	Run Now Edit Share Delete

# Released April 2012

## Custom Reports Phase III

- **New Account Profile Report template to extract summarized Card, Driver, and Vehicle/Asset data**

### Account Profile Report Description

The report that results from using this template will be based upon the account status as of the date/time that the report is run. When you select the hierarchy level(s) / account(s) for which to generate this report, the report will automatically include all the levels beneath those you selected. The report will also display the relationship to all upper level accounts, up to your highest level of access.

### Field and Filter information for Account Profile Report

Sed do eiusmod tempor incididunt ullamco laboris nisi consectetur adipis-


Available Fields	Required	Allows Filtering
Account Name	✓	
Account Number	✓	
Parent Account Name		
DBA Name		
Account Type		
Account - Level UDFs		✓
Default Authorization Profile		✓
Contact First Name		
Contact Last Name		✓
Contact Address 1		
Contact Address 2		
Contact City		✓
Contact State		✓
Contact Zip		✓
Contact Country		✓
Contact Phone Number		
Contact Fax Number		

[ger](#) [Financials](#) [Reports](#) [Resource Tools](#) [Administration](#)

earch: -- Select category -- -- Select Filter --   [Search Tips](#)

Create New Report

Select System Template

 Select one of the templates below as a starting point to create, run, and save a custom report. For further information on each template, select View Details

**Account Profile Report**

Choose this template to obtain a custom report that itemizes the accounts within your hierarchy and provides details regarding those accounts including Contact Name, Shipping Information, Total Cards, Total Driver Prompts, Card type, Accounts, Org Units, and Total Vehicle Prompts.

[View Details](#)

**Authorization Activity Report**

Use this template to build a custom report that provides you with a direct view of authorization activity. Access to detailed authorization data helps you make informed decisions and perform analysis to help manage and enforce driver purchasing policies.

[View Details](#)

- **Usability enhancements for more efficient and intuitive workflow**
  - Ability for users to navigate back and forth between steps without having to go through the entire work flow clicking “Next” to move forward. So, if someone just wanted to jump to step 4 to update something, they can.
  - Easier to order fields by drag and drop

Create New Account Profile Report

Step 4 of 6: Arrange Fields

Step 1 Select Account Step 2 Select Fields Step 3 Apply Filters Step 4 Arrange Fields Step 5 Name Report Step 6 Save Report

Arrange Fields

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Phasellus eu nisl ut risus venenatis ultricies non nec enim Integer id lectus ac eros gravida pellentesque a vel diam.

Back Next Cancel

List Order	Available Fields	Update	Reset
1	Account Name		
2	Parent Account Name		
3	Account Number		
4	Parent Account Name		
5	DBA Name		
6	Account Type		



# Pump Shut-Off Technology

- Pump Shut Off is available to all Customers who use Product Type Controls (PTC).
- WEX is currently working with fuel merchants to adopt the specification.
- Pump Shut Off works in conjunction with Product Type Controlled cards (Fuel Only & Custom Controls)
- Pump Shut Off works at accepting merchants who have adopted iSpec 2.02 at the POS and Host levels.
- Approximate number of accepting sites 102,200 locations

## 2012: Currently certified (mid-year)

63%

BP  
Chevron  
Circle K (30%)  
Citgo  
Conoco  
ExxonMobil  
Gas America  
Gate

Marathon  
Murphy  
PacPride  
Phillips  
Quick Trip  
Sheetz  
WaWa

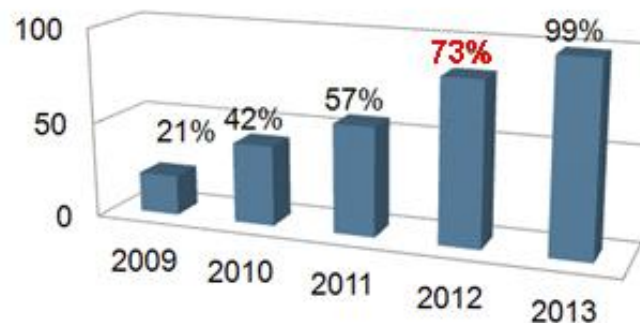
## 2012: In process

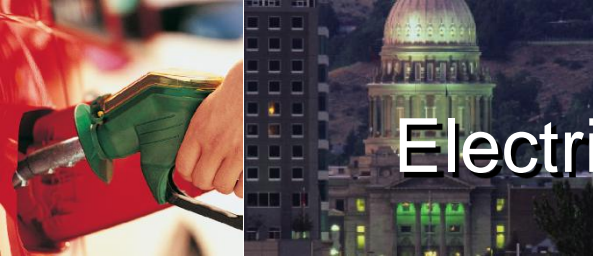
73%

7-11  
Cenex  
Dylan  
Fina  
GetGo  
Holiday  
Kum & Go  
Lukoil

Shell  
Sinclair  
Speedway  
Sunoco  
SuperAmerica  
Tesoro  
Valero

I-Spec @ POS Upgrade Percentage





# Electric Charging – Payments and Reporting

- WEX is on the Retail Financial Transaction Committee of PCATS (Petroleum Convenience Alliance for Technical Standards)
- In January, Wright Express presented three new standard payment product codes to the committee for approval; they are now part of the new standard

Product	Description	Code
EVC Level 1	110 volt charge	308
EVC Level 2	220 volt charge	309
EVC Level 3	480 volt charge with 3 phases	310

- Signed agreement with electric charging station merchant; more in pipeline
- Have conducted “live” test to ensure transaction flows and reports as expected



# Questions? Thank You!